

**Presented to the
Pen Collectors of America Library
by L. Michael Fultz**

Moore's
Non-Leakable
Fountain
Pens

American
Fountain Pen
Ink



*Manufactured by the
American Fountain
Pen Company
BOSTON, MASS., U. S. A.*

CATALOGUE *and* PRICE LIST

SECTIONAL VIEW OF PEN CLOSED FOR CARRYING



Morris W. Moore is the *original and only* inventor and patentee of a
Strictly Non-Leakable Fountain Pen

Moore's Pats., July 18, 1893, September 8, 1896

Cushman's Pat., December 29, 1903

ADAMS, CUSHING & FOSTER
SELLING AGENTS

168 DEVONSHIRE ST., BOSTON, MASS., U. S. A.

**We wish to call your attention to the following
claims which we guarantee : : : :**

1. That the pen is filled without unscrewing the section, or pulling out the pen, thus avoiding soiling the fingers with ink when filling.
2. That the pen is drawn back into the barrel or reservoir after using, and when the cap is turned on is absolutely AIR and INK tight.
3. That it can be carried in any position in any pocket and cannot leak.
4. That it is the ONLY clean-to-handle pen made.
5. That the pen is always ready to write the instant it touches the paper.
6. That the barrel being AIR TIGHT, the ink never thickens or dries up, and if the pen is not used for a year, it writes just as readily.
7. That we have the ONLY desirable fountain pen IN THE MARKET FOR LADIES' USE.
8. That our "Tourist" or Military Pen is the best pen made for travelers' or military use.
9. That we use nothing but the highest grade gold pens.
10. That anyone can use this pen a lifetime and never soil their fingers with ink.
11. That we use pure gum rubber, and the superior finish and lustre on our holders is very noticeable when compared with others made from common stock.

CUT'S THREE-FOURTHS SIZE.

MOORE'S NON-LEAKABLE FOUNTAIN PENS.—HIGH GRADE.

Long Cap, Single Turn, Tapered Nozzle, Large Ink Reservoir.



Cat. No.

No. 1.

Plain Black, Full Chased or Mottled. With No. 2 size Gold Pen, \$2.50



No. 2.

Plain Black, Full Chased or Mottled. With No. 4 size Gold Pen, \$3.50



No. 3.

With Narrow Gold Bands, Plain or Chased. With No. 2 size Gold Pen, \$3.50

No. 4.

“ “ “ “ “ “ With No. 4 size Gold Pen, 4.00

These "Tourists" Pens are only 4½ inches long when closed, being very convenient for ladies to carry in their chatelaine bag, or for gentlemen to carry in their lower vest pocket.

All of above Pens have Catalogue Number stamped on tip.

Items of Interest to Dealers in Fountain Pens * * * * *



THESE PENS being constructed upon entirely different principles from other fountain pens, are, without doubt, the nearest perfection of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Every person that has carried a fountain pen realizes the necessity of carrying it in the pocket POINT UP, as directed, or their clothing will soon be badly soiled with ink; also their hands when using it. NOT SO WITH THIS PEN, it being AIR and INK TIGHT it can be carried in ANY POSITION IN ANY POCKET, when filled with ink, and cannot leak,—a feature which fountain pen users fully appreciate. Ladies can carry them in their purse or hand-bag with perfect safety, which they cannot do with other styles of Fountain Pens. The superior finish and lustre on these Pens is very noticeable when compared with others, made of cheaper stock. Every Pen guaranteed as represented, or money refunded.

MOORE'S NON-LEAKABLE FOUNTAIN PENS.

PLAIN BLACK FULL CHASED.
With Wide Gold Bands.



Cat. No.	.	.	.	.	.	With No. 2 size Gold Pen, \$4.00
No. 5.	.	.	.	.	.	With No. 4 size Gold Pen, 5.00
No. 6.	.	.	.	.	.

BLACK BARREL, FULL CHASED.
With Extra Wide Gold Bands, Chased or Plain.



No. 5 W. B.	.	.	.	.	.	With No. 2 size Gold Pen, \$5.00
No. 6 W. B.	.	.	.	.	.	Same With No. 4 size Gold Pen, 6.00

In ordering, state whether fine, medium, oblique or stub points. Pens furnished with Pickwick points at 50 cents extra, list. All pens exchanged if points are not satisfactory.

Show your customers how to use these pens BEFORE they handle them, then there will never be any ink in the cap.

All of above Pens have Catalogue Number stamped on tip.

PLAIN BLACK OR MOTTLED.



Cat. No.

No. 10. With No. 2 size Gold Pen, \$2.50

No. 10M. Special for Manifolding. With No. 2 size Gold Pen, 2.50

BLACK BARRELS, HANDSOMELY CHASED.



No. 11. With No. 2 size Gold Pen, \$2.50

WITH NARROW CHASED BANDS. PLAIN OR CHASED BARREL.



No. 12. With No. 2 size Gold Pen, \$3.50

No. 20 N. B. Same With No. 4 size Gold Pen, 4.00

Order by Catalogue Number.

All of above Pens have Catalogue Number stamped on tip.

WITH NARROW PLAIN BANDS. PLAIN OR CHASED BARREL.



Cat. No.

No. 12. Pl.

With No. 2 size Gold Pen, \$3.50

WITH WIDE CHASED BANDS. FULL CHASED BARREL.



No. 13.

With No. 2 size Gold Pen, \$4.00

WITH WIDE PLAIN BANDS. PLAIN BARREL.



No. 13. Pl.

With No. 2 size Gold Pen, \$4.00

The **ONLY** Fountain Pens in the market suitable for Ladies' use.

The **BEST** Fountain Pens for Physicians, Students, Travelers, and everybody else.

All of above Pens have Catalogue Number stamped on tip.

WITH EXTRA WIDE, PLAIN OR CHASED GOLD BANDS. FULL CHASED BARREL.



Cat. No.
No. 14. With No. 2 size Gold Pen, \$5.00

HANDSOMELY CHASED GOLD FILLED BARRELS.



No. 15. With No. 2 size Gold Pen, \$6.00
No. 25. With No. 4 size Gold Pen, \$7.00

WITH PEARL BARREL AND GOLD BANDS.



No. 16. With No. 2 size Gold Pen, \$7.00

The Pearl Barrels are either White, Oriental, Persian, or Striped.

All of above Pens have Catalogue Number stamped on tip.

HANDSOMELY CHASED AND PERFORATED GOLD FILLED BARRELS.



- Cat. No.
No. 17. With No. 2 size Gold Pen, \$6.50
No. 18. With No. 4 size Gold Pen, 7.50

PLAIN OR BLACK MOTTLED.



- No. 20. With No. 4 size Gold Pen, \$3.50
No. 20 M. Special for Manifolding. With No. 4 size Gold Pen, 3.50

HANDSOMELY CHASED BLACK BARRELS.



- No. 31. With No. 4 size Gold Pen, \$3.50

All of above Pens have Catalogue Number stamped on tip.

WITH WIDE GOLD BANDS, PLAIN.



Cat. No.
No. 21.

With No. 4 size Gold Pen, \$4.50

WITH WIDE CHASED GOLD BANDS, FULL CHASED BARRELS.



No. 22.

With No. 4 size Gold Pen, \$5.00

WITH EXTRA WIDE PLAIN OR CHASED GOLD BANDS, FULL CHASED BARREL.



No. 23.

With No. 4 size Gold Pen, \$6.00

No. 24. **BOOK-KEEPER'S SPECIAL** Plain Barrel. With No. 4 Pen, \$4.00

No. 10. B. S. " " " No. 2 " \$3.00

This is a needle-pointed pen and VERY STIFF.

All of above Pens have Catalogue Number stamped on tip.

LARGE BARRELS. STUDENTS' PEN.

PLAIN BLACK, MOTTLED OR CHASED.



- Cat. No.
No. 47. Tourist. With No. 5 size Gold Pen, \$4.50
No. 53. Full Length. With No. 5 size Gold Pen, 4.50

PLAIN BLACK BARRELS WITH WIDE GOLD BANDS.—PLAIN.



- No. 48. Tourist. With No. 5 size Gold Pen, \$5.50
No. 54. Full Length. With No. 5 size Gold Pen, 5.50

BLACK FULL CHASED BARRELS WITH WIDE CHASED GOLD BANDS.



- No. 49. Tourist. With No. 5 size Gold Pen, \$6.00
No. 55. Full Length. With No. 5 size Gold Pen, 6.00

All of above Pens have Catalogue Number stamped on tip.

EXTRA LARGE BARRELS.
PLAIN BLACK, MOTTLED OR CHASED.



Cat. No.
No. 50. With No. 6 size Gold Pen, \$5.50
No. 7. Short Barrel. With No. 6 size Gold Pen, 5.50

WITH WIDE GOLD BANDS, PLAIN.



No. 51. With No. 6 size Gold Pen, \$6.50
No. 8. Short Barrel. With No. 6 size Gold Pen, 6.50

WITH WIDE CHASED GOLD BANDS.



No. 52. With No. 6 size Gold Pen, \$7.00
No. 9. Short Barrel. With No. 6 size Gold Pen, 7.00

These Pens are especially desirable for Book-keepers or Traveling Men on account of the large ink reservoir.
 The elasticity of these large gold pens and smoothness of points is very pleasing to the user.

All o above Pens have Catalogue Number stamped on tip.

PLAIN BLACK BARREL WITH PLAIN GOLD CAP.



Cat. No.				
No. 110.	.	.	.	With No. 2 size Gold Pen, \$7.50
No. 120.	.	.	.	With No. 4 size Gold Pen, 8.50

BLACK BARREL, FULL CHASED. HEAVILY CHASED GOLD CAP.



No. 114.	.	.	.	With No. 2 size Gold Pen, \$8.00
No. 124.	.	.	.	With No. 4 size Gold Pen, 9.00

SAME STYLES AS ABOVE "TOURIST" SIZE.



No. 101.	.	.	.	With No. 2 size Gold Pen, Plain Gold Cap, \$7.50
No. 105.	.	.	.	" No. 2 " " " Chased Cap, 8.00
No. 102.	.	.	.	" No. 4 " " " Plain Cap, 8.50
No. 106.	.	.	.	" No. 4 " " " Chased Cap, 9.00

Moore's Non-Leakable Fountain Pens

in the following

Emblem Designs.



(MASONIC) BLUE LODGE,
KT. TEMPLAR,
ELKS,
SHRINE,

EAGLES,
32° (SCOTTISH RITE,)
KNIGHTS OF PYTHIAS,
KNIGHTS OF COLUMBUS,

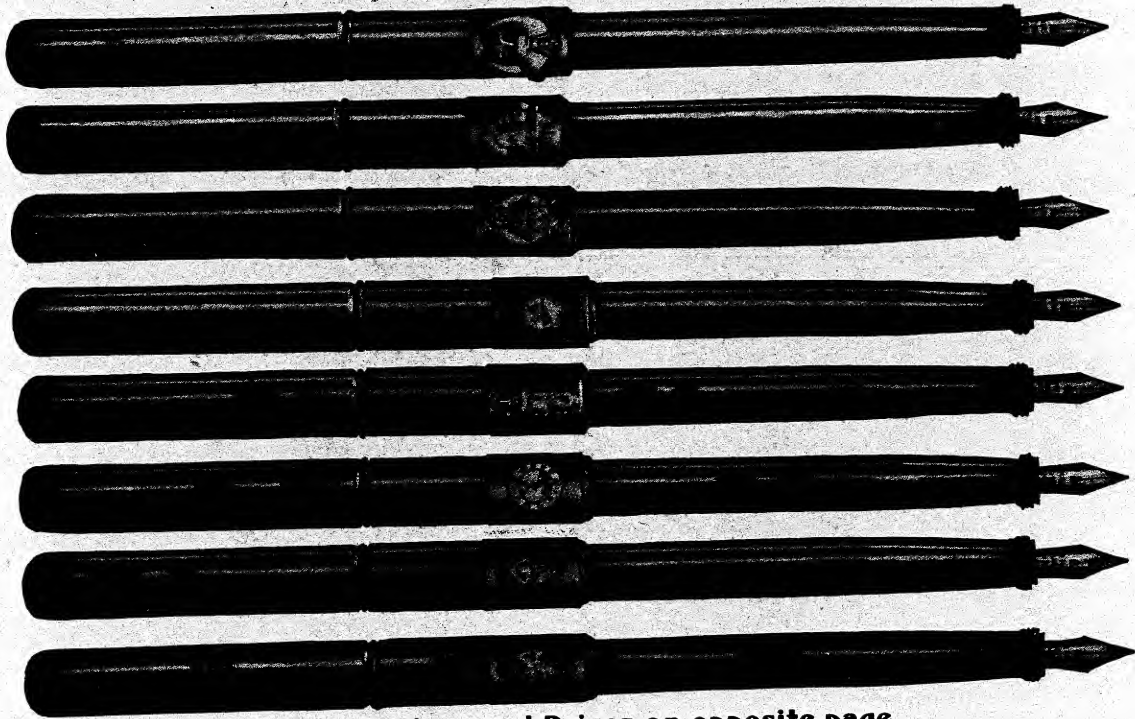
ROYAL ARCANUM,
ODD FELLOWS,
RED MEN,
MODERN WOODMAN,

JR. ORDER OF UNITED AMERICAN MECHANICS.

As these mountings are fitted to the slides, and the slides are interchangeable, it is easy to change the slide from one pen to another of same size, long or short barrel.

Price of Cat. No. 1 or 10, complete pen, (as opposite)	. . . . .	\$5.00
Price of Cat. No. 2 or 20, " "	. . . . .	6.00

Emblem Designs—Very Handsome.



List of Designs and Prices on opposite page.

All of above Pens have Catalogue Number stamped on tip.

FULL COVERED, ELEGANTLY CHASED.



Cat. No.							
No. 130.	.	.	Sterling Silver.	With No. 2 size Gold Pen,	\$10.00		
No. 132.	.	.	“ “	“ No. 4 “ “ “	11.00		
No. 134.	.	.	Gold Filled	“ No. 2 “ “ “	12.00		
No. 136.	.	.	“ “	“ No. 4 “ “ “	13.00		

SAME STYLE AS ABOVE "TOURIST" SIZE.



No. 140.	.	.	Sterling Silver.	With No. 2 size Gold Pen,	\$9.00		
No. 142.	.	.	“ “	“ No. 4 “ “ “	10.00		
No. 144.	.	.	Gold Filled	“ No. 2 “ “ “	11.00		
No. 146.	.	.	“ “	“ No. 4 “ “ “	12.00		

FULL COVERED STERLING SILVER OR GOLD FILLED.



Cat. No.							
No. 131.	.	.	Plain Sterling Silver.	With No. 2 size Gold Pen,	\$10.00		
No. 133.	.	.	" " "	" No. 4 " " "	11.00		
No. 135.	.	.	" Gold Filled	" No. 2 " " "	12.00		
No. 137.	.	.	" " "	" No. 4 " " "	13.00		

SAME STYLE AS ABOVE "TOURIST" SIZE.



No. 141.	.	.	Plain Sterling Silver.	With No. 2 size Gold Pen,	\$9.00		
No. 143.	.	.	" " "	" No. 4 " " "	10.00		
No. 145.	.	.	" Gold Filled	" No. 2 " " "	11.00		
No. 147.	.	.	" " "	" No. 4 " " "	12.00		

FULL COVERED, FILAGREE PERFORATION, VERY HANDSOME.



Cat. No.						
No. 160.	.	.	Sterling Silver.	With No. 2 size Gold Pen,	\$11.00	
No. 162.	.	.	" "	" No. 4 " " "	12.00	
No. 164.	.	.	Gold Filled.	" No. 2 " " "	13.00	
No. 166.	.	.	" "	" No. 4 " " "	14.00	

SAME STYLE AS ABOVE "TOURIST" SIZE.



No. 170.	.	.	Sterling Silver.	With No. 2 size Gold Pen,	\$10.00
No. 172.	.	.	" "	" No. 4 " " "	11.00
No. 174.	.	.	Gold Filled.	" No. 2 " " "	12.00
No. 176.	.	.	" "	" No. 4 " " "	13.00

PLAIN BLACK BARREL, GOLD FILAGREE CAP.



No. 201.	.	.		With No. 2 size Gold Pen,	\$8.00
No. 202.	.	.		" No. 4 " " "	9.00

Sterling Silver Caps, All Styles, \$1.00 Less Than Gold Caps.

STERLING SILVER, ENGLISH ENGRAVED, BEAUTIFUL DESIGN.



- Cat. No.
 No. 150. Tourist size with No. 2 size Gold Pen, \$15.00
 No. 152. Tourist size with No. 4 size Gold Pen, 16.00

PRICE LIST OF MOORE'S NON-LEAKABLE FOUNTAIN PENS WITH SOLID GOLD BANDS.

CAT. NO.	Size	Material	Band Style	Band Color	Band Width	Band Position	Band Count	Band Size	Price
No. 3.	Tourist size.	14K.	Plain or Chased	Solid Gold	Bands	No. 2 size Gold Pen,	.		\$5.00
No. 4.	" "	14K.	" " " "	" " " "	" " " "	No. 4 " " " "	.		6.00
No. 5.	" "	14K.	" " " "	" " " "	" " " "	No. 2 " " " "	.		7.00
No. 6.	" "	14K.	" " " "	" " " "	" " " "	No. 4 " " " "	.		8.00
No. 13.	Full	14K.	" " " "	" " " "	" " " "	No. 2 " " " "	.		7.00
No. 22.	" "	14K.	" " " "	" " " "	" " " "	No. 4 " " " "	.		8.00
No. 14.	" "	14K.	" " " "	" " " "	" " " "	No. 2 " " " "	.		10.00
No. 23.	" "	14K.	" " " "	" " " "	" " " "	No. 4 " " " "	.		11.00

SOLID GOLD 14K. PLAIN BARREL.



- No. 245. Tourist size. With No. 2 size Gold Pen, \$33.00
No. 248. Tourist size. With No. 4 size Gold Pen, 36.00

SOLID GOLD 14K. HEAVILY CHASED.



- No. 244. Tourist size. With No. 2 size Gold Pen, \$37.00
No. 246. Tourist size. With No. 4 size Gold Pen, 40.00

SOLID GOLD 14K. ENGLISH ENGRAVED.



- No. 250. Tourist size. With No. 2 size Gold Pen, \$43.00
No. 252. Tourist size. With No. 4 size Gold Pen, 45.00

Special discount on the above pens.

These English Engraved Pens are without doubt the handsomest styles ever shown in Fountain Pens.

PEN CONSTRUCTION.



No. 1. Barrel.



No. 2. Threaded washer, screwing in lower end of barrel.



No. 3. Cork Packing.

No. 4. Feed Bar.

No. 5. Pen Sleeve.



No. 6. Plug screwing on to feed bar and into the thimble



No. 7. Thimble.

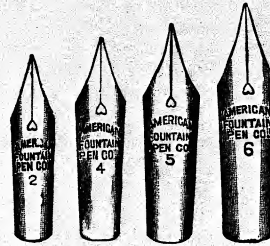


No. 8. Sectional view of cap, showing cone in the tip which plugs end of nozzle, making it air tight.

PRICE LIST OF PARTS AND GOLD PENS.

Barrels Nos. 2 and 4	. . . . .	\$1.00
“ Nos. 5 and 6	. . . . .	1.25
Cap	. . . . .	.40
Feed Bar	. . . . .	.50
Thimble and Plug	. . . . .	.40
No. 2 Pen, fitted	. . . . .	1.25
No. 4 Pen, fitted	. . . . .	1.75
No. 5 Pen, fitted	. . . . .	2.00
No. 6 Pen, fitted	. . . . .	2.25
No. 2 Pen, not fitted	. . . . .	.90
No. 4 Pen, not fitted	. . . . .	1.35
No. 5 Pen, not fitted	. . . . .	1.60
No. 6 Pen, not fitted	. . . . .	1.75

Re-pointing Gold Pen (never guaranteed) .50



We recommend an exchange for a new pen, as no re-pointed pen can be guaranteed to give satisfaction. Allowance for old gold pen in exchange for new:

No. 2 pens	. . . . .	15 cts.
No. 4 “	. . . . .	20 cts.
No. 5 “	. . . . .	25 cts.
No. 6 “	. . . . .	30 cts.

Same discount to the trade as on Pens complete.



...THE AMERICAN...

Fountain Pen Ink

Every Moore's Non-Leakable Fountain Pen is tested and sold, filled with the AMERICAN FOUNTAIN PEN INK.

This is a very high grade of Fluid Ink especially adapted for Fountain Pens, and is recommended by Fountain Pen users as being superior to any ink on the market. The bottles have a perforated cork, with wood stopper, which is easily removed.

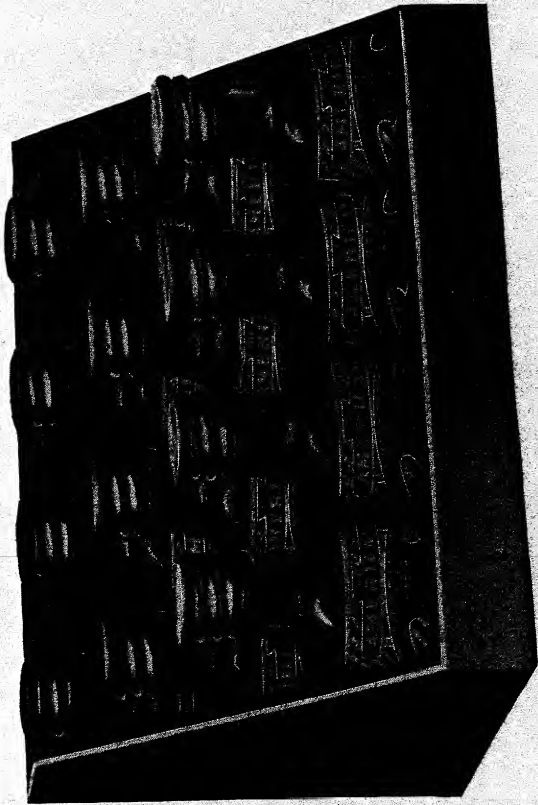
Use this Ink and your Fountain Pen will give you Perfect Satisfaction.

4-oz. Stands	\$0.25 each
8-oz. " . . . . .	.40 "
Pints . . . . .	.75 "
Quarts	1.25 "

Every bottle is wrapped in white tissue, and packed one dozen in strong wooden boxes. We also furnish the same in a 2-oz. Bottle and wood box with screw cover and the patent Combination Rubber Bulb and Cork attached to the glass filler. This is a very convenient method of sending by mail, where the charges in sending by express would make the cost too expensive.

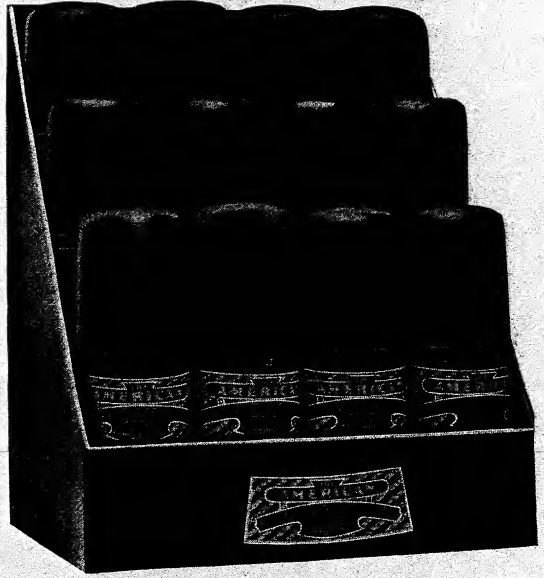
PRICE, 25 CENTS EACH.

THE AMERICAN FOUNTAIN PEN INK



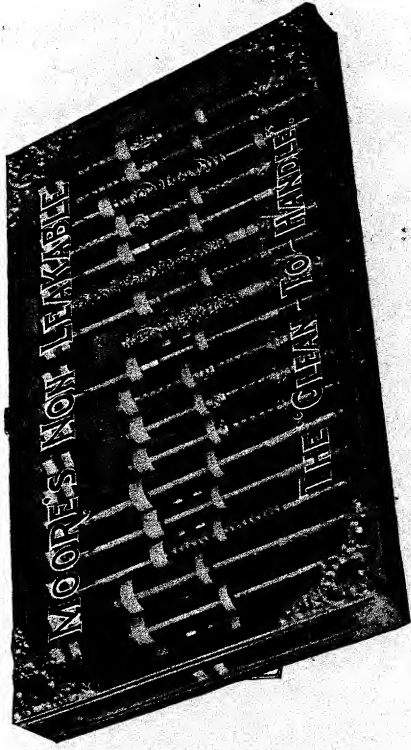
SAFETY BOTTLE. NICKEL SCREW CAP. PRICE 25 CENTS.

THE AMERICAN FOUNTAIN PEN INK.



SAFETY WOOD CASE.

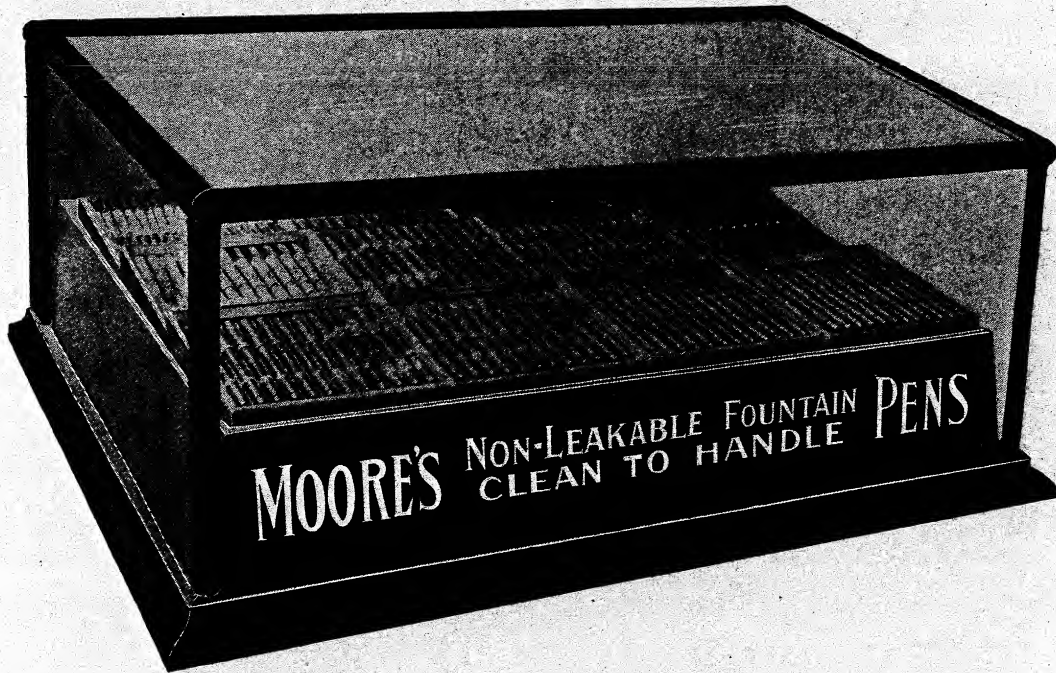
PRICE 25 CENTS.



Handsome Small Case furnished with 1 1-2 dozen Pens.



Mahogany finished Case furnished with 2 dozen Pens.



Oak Show Case furnished with 12 dozen Pens, also same style with 4 and 6 dozen Pens.

Special Directions

To Dealers in Moore's Non-Leakable Fountain Pens.



THIS Pen is constructed upon entirely different principles from other Fountain Pens, and it is essential that our customers should understand them thoroughly to be able to handle them quickly and safely when showing them and explain the merits of the pens.

Never start to unscrew the cap without holding the cap end the highest, thus allowing the ink to settle back to the lower end of the barrel, as when the cap is removed the ink can be easily spilled out before the pen is turned out, which closes the end of nozzle.

A little cone in top of the cap, plugs the end of nozzle when cap is screwed on tight (see illustration on circular).

The little pin in the cap protects the pen from injury when cap is on.

The pen should be drawn back into the barrel by the thimble instead of the cap, as the cap might pull off and the sudden jerk throw out ink.

The pen will push out straight but it is better to give it a slight turn in or out as it runs easier and smoother.

In filling pen hold barrel at an ANGLE instead of straight up, it fills more readily.

Do not fill nearer than about half an inch of end of nozzle.

If at any time a pen should flow too fast, it is because it is nearly empty and should be filled. This, however, RARELY OCCURS.

TO TAKE PEN TO PIECES.

To take pen to pieces for repairs: Grasp the thimble in left hand and unscrew the Plug, then hold the feed bar with Pliers, and unscrew tip from that, being careful not to bruise the feed bar with the Pliers, then push the feed bar out of the nozzle end.

If necessary to remove the gold pen from the feed bar, mark the little pen sleeve, so as to be sure to put it back on, exactly as it came off.

If new pen sleeve is put on, it must be turned down to fit the nozzle after pen and sleeve are pushed on to the feed bar. To put in new corking: With knife blade, unscrew the little wheel in lower end of barrel, and pull the feed bar out the LOWER end, if possible. If this cannot readily be done, remove the feed bar out the nozzle end, and twist out the old cork with knife blade or any instrument, leaving the hard rubber wheel in the barrel. Insert the soft rubber washer, then the new cork packing and put the pen together.

Pliers for this special work furnished at \$1.00 each.

Never leave pen on desk open. Keep cap screwed on when not in use.

Fluid inks are best for all Fountain Pens.

AMERICAN FOUNTAIN PEN CO.,
Office and Factory, 711 Boylston Street,
Tel. 1479-5 Back Bay. BOSTON, MASS.

OPINIONS OF DEALERS IN AND USERS OF

Moore's Non-Leakable Fountain Pens

Abstracts from Letters selected at random, from which all earmarks of identification, such as names and addresses, have for recognized business reasons, been omitted



An Illinois bookseller and jeweler wrote under date of January 4, 1907: "I am well pleased with pens and the way they move. Put them up against any other pen and Moore's pen will go first."

A Nebraska drug and stationery house, sending in an order under date of September 17, 1907, said: "These pens have given us fine satisfaction."

From a university town in Illinois a dealer in books, school supplies, etc., said in a letter dated September 16, 1907: "The pens as a whole have proved very satisfactory and we wish to duplicate this order just as quickly as you can, consistent with best workmanship."

A druggist and stationer in a Nebraska town, in sending an order on September 6, 1907, wrote as follows: "Considering the size of the town, we are having fine success with the Moore pen."

"The Moore Non-Leakable fountain pen, which you induced us to stock a few years ago," a Minnesota drug company wrote on August 25, 1906, "has proven

to be the most satisfactory fountain pen ever offered for sale by us. We cheerfully recommend it to our customers to the exclusion of all others."

On December 1, 1906, a dealer in North Dakota said: "Before putting in a stock of your pens I had made up my mind not to bother with fountain pens any more, as in showing pens to customers I would always soil and smear up my fingers, but it is different with this pen. Have sold out all except the two fancy ones. Would like to get exclusive agency for M—."

A lady agent in Pennsylvania in a letter dated November 28, 1906, said: "I have over one hundred of your pens placed right here in this small town and every one giving best of satisfaction."

A New Orleans musician in seeking to secure the pen as a side line, said in his letter of February 4, 1907: "I write this letter as an unsolicited endorsement of Moore's Non-Leakable pen, which I have used constantly for nearly three years. I have never had any trouble with it."

A New Orleans lawyer wrote under date of October 19, 1906: "I have been using one of your Moore's Non-Leakable fountain pens for more than two years. It has given perfect satisfaction and is so far superior to any other pen that I know that if I could not obtain a 'Moore,' I would do without a fountain pen."

A Pittsburg user wrote on July 6, 1907: "I have had a Moore pen ever since they appeared on the market in 1904 and they are so far superior to every other kind that there is simply no comparison between them."

Under date of May 25, 1907, a Philadelphia attorney wrote: "Some time ago I purchased one of your 'Moore's Non-Leakable Fountain Pens,' at the suggestion of a friend, and after using it constantly and considerably since that time, I have been convinced that it is a pen worthy of all you claim for it; and, therefore, I take this opportunity of expressing to your company my highest recommendation. The pen has many good qualities and I frankly say that I have never written with a more easy flowing pen, and I have used all sorts already."

In the original letter it is quite evident that it is a Yale man, who wrote as follows under date of January 1, 1907, about a Moore pen, which he had bought at a jeweler's in his home town in Ohio: "As to the Moore pen itself I have only praise. Its efficiency was a surprise to me. No other pen is comparable to it and I have used all the best makes."

An Illinois physician wrote on January 7, 1907: "Will say that of six fountain pens I have used and

owned since 1894—all standard makes—the Moore's Non-Leakable has been most satisfactory and I wouldn't give this old one for five of the other new ones. My wife insisted on my getting along without carrying a fountain pen on account of the ink spots in my vests, shirts, on suspenders, underwear, etc., but she has said nothing about that since June, 1905, when I received my Moore's."

A dentist in Wisconsin wrote under date of April 15, 1907, as follows: "I will say that I like your pen better than any other I have used, and I have used both the Parker and the Waterman."

The pastor of a prominent church in New York City wrote under date of September 21, 1907: "I am more than pleased with it and find it gives better satisfaction than any other make I have used."

A New Hampshire life insurance agent, after stating in his letter, dated October 26, 1906, that he bought his Moore pen of the White River Paper Company, at White River Junction, Vt., continued: "During the past seventeen years I have had quite an experience with fountain pens and I must say that this is the best pen I ever used and I would not take \$10 for it if I could not get another one like it."

The manager of the jewelry department in a department store in a small city in New York state, wrote under date of November 26, 1906: "There is now a demand for the pens. It is easy to sell them. It is the only pen I sell; it is the only pen I care to sell. It makes me very little trouble."